

Message Text

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SUBJECT: BUSINESS VISITORS REPORT -- NOVEMBER

REF: HONG KONG 13413

1. SUMMARY. IN ADDITION TO US VISITORS ATTENDING THE CANTON FAIR (REFTEL) US COMPANIES WERE WELL REPRESENTED IN PEKING DURING NOVEMBER. MOST PROMINENT WERE ONES ASSOCIATED WITH VARIOUS ASPECTS OF THE PETROLEUM INDUSTRY, INCLUDING UNIVERSAL OIL PRODUCTS AND TEXAS INSTRUMENTS. M.W. KELLOGG IS DISCUSSING ADDITIONAL CONTRACTS FOR THE SALE OF CHEMICALS AND FERTILIZER PLANT EQUIPMENT. AN AGRICULTURAL CHEMICALS DELEGATION VISITED CHINA NOVEMBER 17 - DECEMBER 3. END SUMMARY.

2. DURING NOVEMBER, REPRESENTATIVES OF SEVERAL COMPANIES INVOLVED IN VARIOUS ASPECTS OF THE PETROLEUM INDUSTRY VISITED PEKING. UNIVERSAL OIL PRODUCTS, REPRESENTED BY A TEAM OF FOUR, HEADED BY GEORGE WINTER, HELD TECHNICAL DISCUSSIONS ON THE INSTALLATIONS ALREADY CONTRACTED FOR AT THE PEKING, TIENTSIN, AND NANKING REFINERIES. THE FIRST UOP RESIDENT TECHNICAL EXPERT FOR THE PEKING REFINERY PROJECT WILL ARRIVE EARLY NEXT YEAR, PROBABLY IN JANUARY. THE TIENTSIN AND NANKING PROJECTS WILL

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ALSO REQUIRE RESIDENT AMERICANS WITHIN THE NEXT

EIGHTEEN MONTHS. THE UOP TEAM PLANS TO DISCUSS WITH THE CHINESE ADDITIONAL SALES OF OIL TECHNOLOGY.

3. A TEXAS INSTRUMENTS DELEGATION IS PRESENTLY IN PEKING DISCUSSING THE SALE OF GRAVITY METERS FOR USE IN OIL EXPLORATION. THE COMPANY SOLD SEVERAL SIMILAR METERS TWO YEARS AGO BUT HAS MADE NO OTHER SALES TO THE PRC. CHINESE OFFICIALS TOLD THE TEAM THAT THEY ARE ALSO INTERESTED IN THE PURCHASE OF INSTRUMENTS FOR THE GATHERING AND RECORDING OF SEISMOLOGY DATA PRODUCED IN OIL EXPLORATION. TI HAS HOPES OF SELLING OTHER HIGH-TECHNOLOGY PRODUCTS AND IS CONSIDERING MAKING A PROPOSAL FOR A TI TEAM THAT WOULD DO SOME OF THE ACTUAL SEISMOLOGICAL WORK OF OIL EXPLORATION.

4. SMITH METERS SYSTEMS DIVISION OF GEOSOURCE, INC., WHICH HAD PREVIOUSLY SOLD PIPELINE METERS, IS DISCUSSING THE SALE OF ADDITIONAL METERS AS WELL AS DAMAGE CLAIMS UNDER THE ORIGINAL CONTRACT.

5. THE RESIDENT MANAGER OF M.W. KELLOGG'S CONSTRUCTION TEAM, HAS HAD DISCUSSIONS ON THE SALE TO CHINA OF ADDITIONAL EQUIPMENT AND MATERIALS. A CONTRACT FOR \$800,000 OF CHEMICALS WAS CONCLUDED LAST MONTH AND ANOTHER CONTRACT, WORTH \$2 MILLION, IS NEAR AGREEMENT FOR ADDITIONAL EQUIPMENT FOR THE KELLOGG PLANTS.

6. THE STEWARD AND STEVENSON SERVICES GROUP, IN CONNECTION WITH PREVIOUS CONTRACTS, HAS INVITED A GROUP OF SEVEN CHINESE FROM THE EZECHUAN PETROLEUM ADMINISTRATION BUREAU TO VISIT TIS HOUSTON OFFICES FOR TECHNICAL DISCUSSIONS AND TRAINING SESSIONS. THE GROUP IS SCHEDULED TO DEPART ON DECEMBER 21.

7. AN AGRICULTURAL CHEMICALS DELEGATION VISITED THE PRC FROM NOVEMBER 17 TO DECEMBER 3. COMPANIES REPRESENTED INCLUDED FMC, HERCULES FAR EAST, DOW CHEMICAL, DIAMOND SHAMROCK, MONSANTO, AND ROHM AND LIMITED OFFICIAL USE

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AND HAAS. THE GROUP HELD NUMEROUS TECHNICAL SEMINARS IN PEKING, NANKING, SHANGHAI, AND CANTON. WHILE IN PEKING, MEETINGS WERE HELD WITH OFFICIALS OF THE CHEMICALS IMPORT AND EXPORT CORPORATION ON THE SALE OF AGRICULTURAL CHEMICALS, BUT NO CONTRACTS WERE SIGNED.

8. WALTER C. K. CHUN, REPRESENTATIVE OF THE FMC

CORPORATION, WAS IN PEKING COINCIDENTALLY WITH THE AGRICULTURAL CHEMICALS DELEGATION. HE HAS BEEN DISCUSSING WITH THE CHEMICALS CORPORATION THE SALE OF AGRICULTURAL CHEMICALS.

9. JACK COPPERSMITH AND THREE OTHER OFFICIALS OF DART DRUG HELD MEETINGS IN PEKING WITH THE LIGHT INDUSTRY CORPORATION ON THE PURCHASE OF VARIOUS ARTICLES, INCLUDING JEWELRY. WE DO NOT KNOW WHETHER ANY CONTRACTS WERE SIGNED.

10. NEVIN TABER, RESIDENT WABCO ENGINEER AT THE KIAONING IRON MINE WHERE WABCO HEAVY OFF-THE-ROAD TRUCKS ARE BEING USED, LEFT CHINA IN EARLY NOVEMBER FOR THE WINTER.

11. THIS TELEGRAM CONTAINS COMMERCIALLY SENSITIVE INFORMATION WHICH SHOULD NOT BE DISCUSSED OUTSIDE THE USG.
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